



Shell Global Solutions

Cooperative Damage Assessment Lessons Learned

Of Glazed eyes, Snakes on the table, and Trust

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Keep the Focus on the Resources

- There are any number of potential distractions in the basic transaction of conducting appropriate restoration.
 - Political
 - Monetary
 - Science
 - Precedent
 - Regulatory
- Undue focus upon any one can sidetrack the cooperative process

Keep the Focus on the Resources II

- There are often opportunities for restoration projects that are available, feasible, and scaled to meet needs
- Dilemma of the PRP – precedent v. expedience
- Dilemma for the Trustees – sufficiency of settlement v. expedience
- Find high level restoration projects that make sense and where benefits are obvious.



Commitment is Critical

- Cooperative process works best when there is recognition of the need to do the process
- Reaching this conclusion may be based upon
 - Establishing scientific indicators
 - Political realities
 - Economic expediencies
- Unfortunate reality – the wages of failure are not equal
- Resources are likely to benefit the most when cooperative approach is successful.

Find Common Ground

- Concede the obvious
- Seek points of agreement
- Help one another
 - Look to do it right rather than look for advantages
 - The secret is to get the right answer
- Reasonably conservative assumptions



Lead Role for PRP

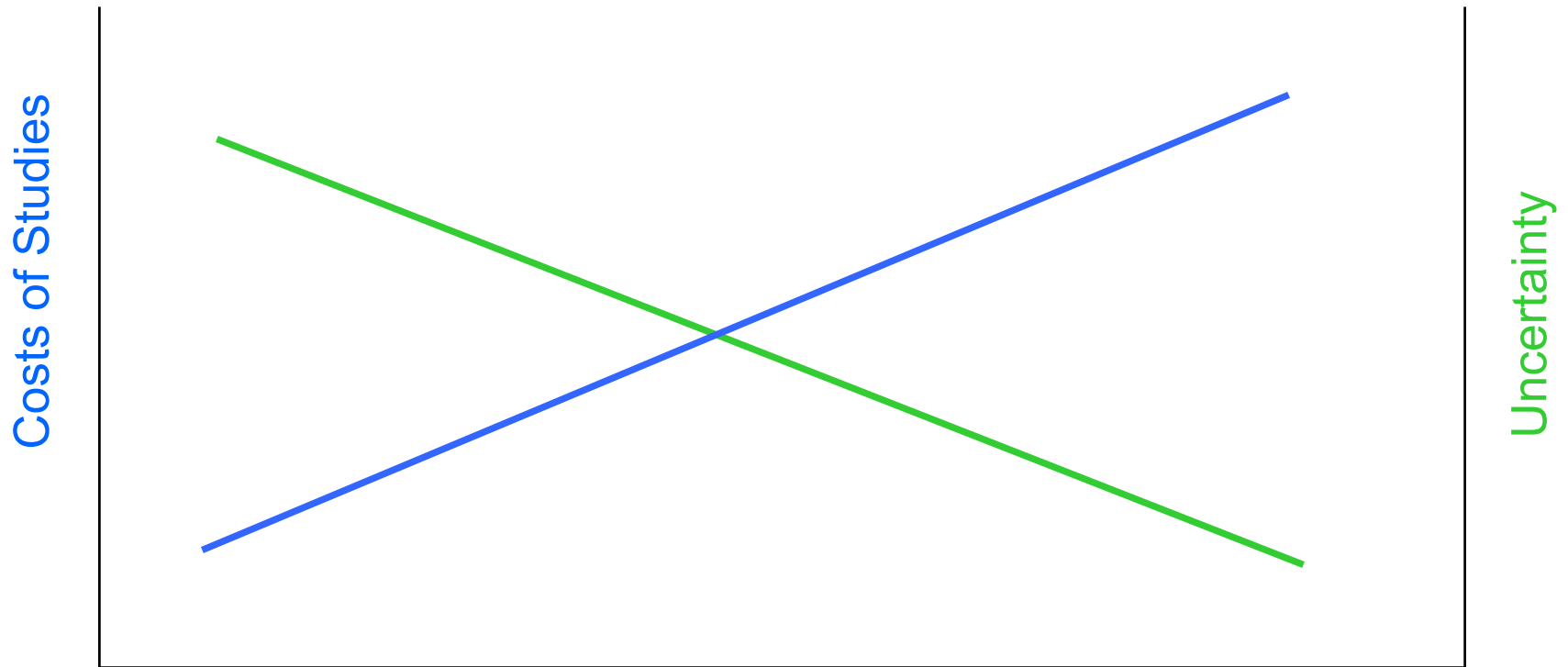
- Cooperative assessment should mean more than just PRP pays
- Responsive PRP should receive economy of taking a leadership role
- Facilitates timely completion
- Joint assessment teams provide oversight for study teams
- One key is credible study teams

Understand the Limitations of Science

- Large amounts of money and effort can be expended doing studies that will not be definitive
- Keep scale of assessment and restoration efforts macro
- Use glazed eye technique
- Understand the costs of science



Understanding the Costs of Science



Lingering Problems

- Closing the deal
 - Assessment + Restoration Planning = 25 % of process
 - Drafting of documents + finalization = 50 %
 - Implementation = 25 %
- Add-ons too expensive
 - Trustee oversight
 - Monitoring